MCIWEST Small Business Program

Presented June 2011
by
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Deputy for Small Business
MCIWEST

MCIWEST

Marine Corps Base
Camp Pendleton

MARINE CORPS
INSTALLATIONS WEST

Marine Corps Air
Station

Marine Corps
Mountain Warfare
Training Center

Marine Corps Air
Ground

Marine Corps
Logistics Base

Marine Corps Air Station
Camp Pendleton

Mission

To partner with Contracting, industry, trade and advocacy organizations to create, foster and utilize small business solutions in support of MCIWEST Operating Forces and tenant commands.

Why a Small Business Program?

"It is the policy of the Government to provide maximum practical opportunities in its acquisitions to small business…."

Federal Acquisition Regulations

"…our warfighters deserve the benefits of agility, flexibility, and innovation made possible by small businesses…."

MajGen E.G. Usher III

Deputy Commandant, I&L

2009

Why a Small Business Program?

"Innovative small businesses provide us flexibility to meet our war fighting requirements.... Daily small businesses demonstrate a strong commitment to supporting our war fighters. They are valuable assets to our Corps and the nation."

LtGen F Panter
Deputy Commandant, I&L
2010

Small Business is a Big Deal

- Represent 99.7% percent of all employer firms
- Employ about half of all private sector employees
- Pay nearly 44% of U.S. payroll
- Over 50% of the gross domestic product (GDP)
- Have generated 60-80% of all net new jobs annually for the last 10 years (64% in 2010)
- Hire 40% of high tech workers

Source: SBA Office of Advocacy 2010

FAR - Home

Current FAR
All PDF Files Require Adobe Acrobat
- Reissue Vol 1
- Reissue Vol 2
- HTML Format
- FAR Matrix
- FAR Index
- FAR--Zipped

FAR Documents
- FAR Proposed Rules
- Looseleaf
- FACs Federal Register
- Small Entity Compliance Guide

FAR Reference
- FAR (Archived) - HTML
- FAR (Archived) - PDF
- GSA Forms Library
- FAR - Zipped Archives
- Search t

Other I
- Subscrit
- Frequently Asked Questions
- Authority of the FAR
- FAR Drafting Guide

Contact Us

USA.gov

18.1 Available Acquisition Flexibilities
18.2 Emergency Acquisition Flexibilities

Subchapter D—Socioeconomic Programs

Part 19—Small Business Programs
19.1 Size Standards
19.2 Policies
19.3 Determination of Small Business Status for Small Business Programs
19.4 Cooperation with the Small Business Administration
19.5 Set-Asides for Small Business
19.6 Certificates of Competency and Determinations of Responsibility
19.7 The Small Business Subcontracting Program
19.8 Contracting with the Small Business Administration (The 8(a) Program)
19.9 [Reserved]
19.10 Small Business Competitiveness Demonstration Program
19.11 Price Evaluation Adjustment for Small Disadvantaged Business Concerns
19.12 Small Disadvantaged Business Participation Program
19.13 Historically Underutilized Business Zone (HUBZone) Program
19.14 Service-Disabled Veteran-Owned Small Business Procurement Program

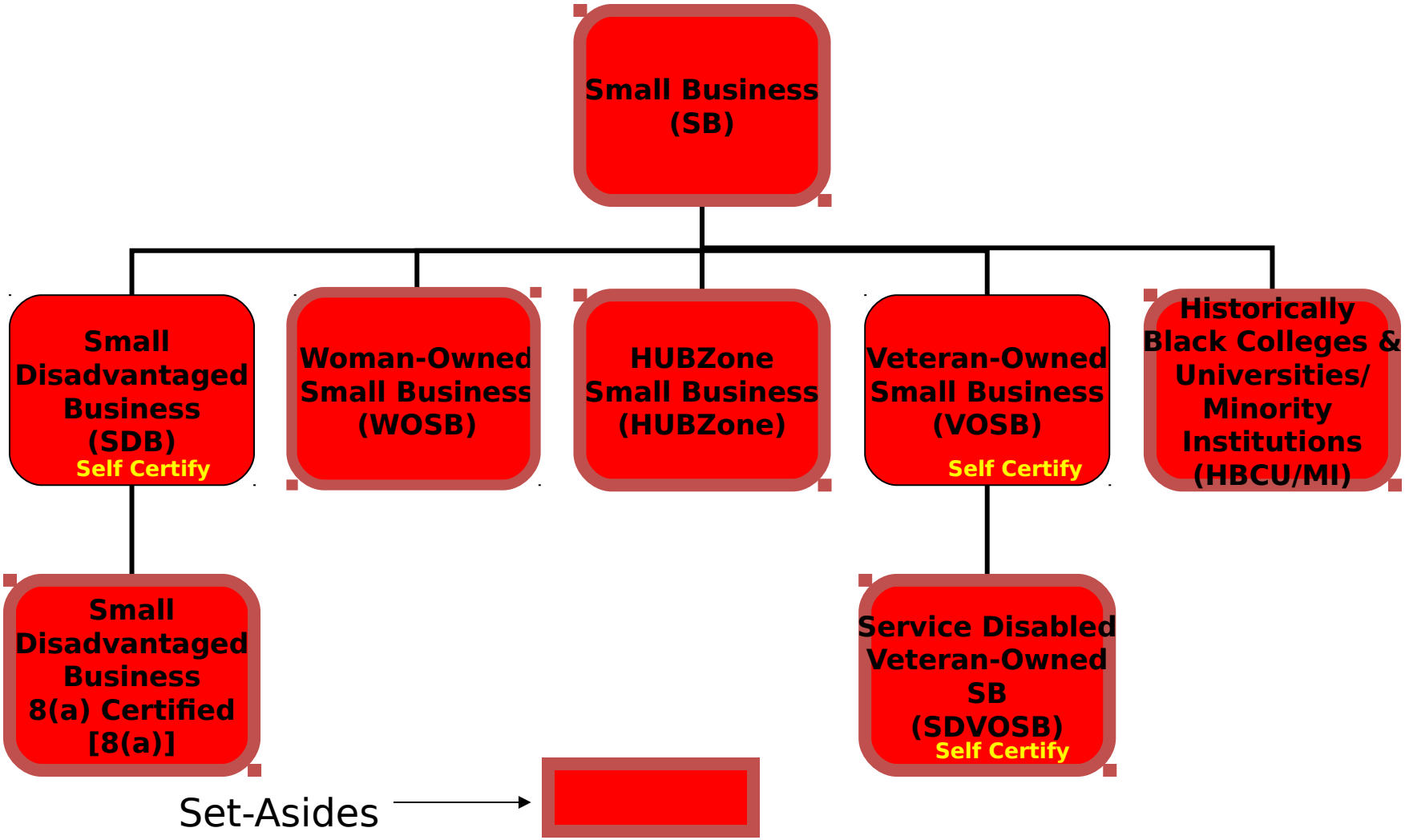
Part 20—Reserved

Part 21—Reserved

Federal Acquisition Regulatio

22.4 Labor Standards for Contracts Involving Construction
22.5 [Reserved]
22.6 Walsh-Healey Public Contracts Act
22.7 [Reserved]
22.8 Equal Employment Opportunity
22.9 Nondiscrimination Because of Age
22.10 Service Contract Act of 1965, as Amended
22.11 Professional Employee Compensation
22.12 [Reserved]
22.13 Special Disabled Veterans, Veterans of the Vietnam Era, and Other Eligible Veterans
22.14 Employment of Workers with Disabilities

Small Business Programs



Order of Precedence

- Section 8(a) Small Business Program, HUBZone Set-aside, WOSB, or SDVOSB Set-aside (based on agency needs)
- Small Business Set-aside
- Full and Open Competition

Small Business Achievements

As of Aug 31, 2010

Category	Target	Achieved
Small Business	41.0%	63.37%
HUBZone	1.45%	2.27%
DB/8(a)	5.30%	13.78%
WOSB	6.80%	11.65%
SDVOSB	3.00%	12.25%

What RCO Buys

- Furniture
- Temporary Professional Services
- Firefighter Uniforms
- Musical Instruments
- Chaplain Support
- 411 Operator Services
- Waste Water Treatment
- Audio Visual Equipment
- Chemicals – sewage treatment
- Translator services
- Motorcycle simulators
- Aircraft Maintenance

What RCO Does Not Buy

- **Janitorial Services**
- **Facilities Maintenance**
- **Major Systems**
- **Construction**
- **IT systems support/IT software**
- **Environmental**
- **Architectural/Engineering**
- **Printing Services**

Top 10 NAICS Codes

NAICS	Description	Dollars
722310	Food Service	$ 81,341,274
488190	Support Activities for Air Trans	$ 26,017,683
423840	Industrial Supplies	$ 17,073,682
424120	Stationary/Office Supplies	$ 17,009,337
561320	Temporary Help Services	$ 10,834,111
541512	Computer Systems Design	$ 7,491,922
541620	Environmental Consulting Svc	$ 4,405,635
541611	Admin Mgt and Consulting Svc	$ 3,845,450
336312	Gasoline Engine & Engine Part Man	$ 3,498,518
442299	All Other Home Furnishing Stores	$ 3,400,651

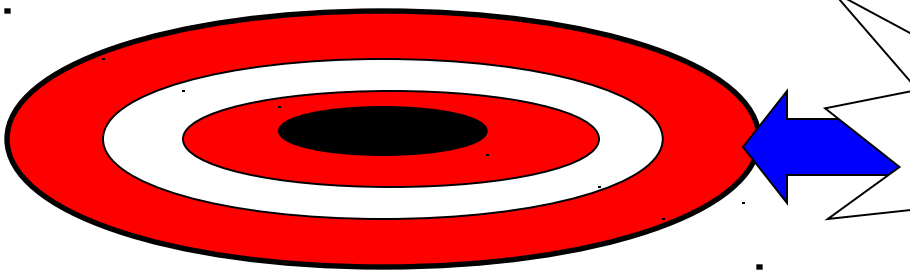
How does the Gov't buy?

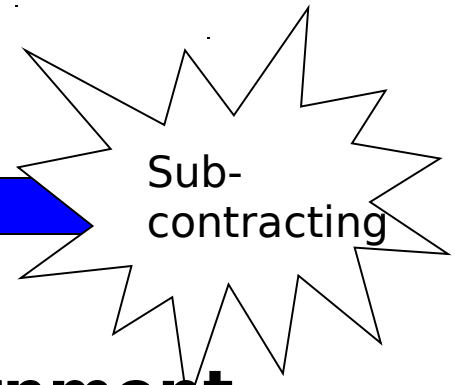
Who is doing the Buying?

Where are the jobs posted?

Best Value vs Price

Process
Positioning
Past-performance





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NECO

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NECO

Navy Electronic Commerce Online

This is an official US Navy web site. Please read our Privacy Policy and External Links Disclaimer. This site is your link to the world of Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy (GILS Number: 001482).

Vendors should register with NECO to Submit Bids and receive Daily Procurement Opportunities. NECO Registration requires a valid CAGE Code, which can be obtained from the CCR System. Vendors may complete their online reps and certs on the ORCA website. See our Vendor Guide. Contact Info: 800-503-6326 (8am-5pm ET) or NECO Support

- Register with NECO
- Modify Registration
- Search Synopsis
- Recovery Synopsis
- Business Opportunities
- Submit a Bid
- FAQ
- Submit Feedback
- Associated Links

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E-GOV USA.gov

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QUICK SEARCH

Advanced Search

DEMONSTRATION VIDEOS

Training videos are now avalable familiarize users with the features and functionality of the new FBO

Watch the Videos

USER GUIDES

- Buyer
- Vendor
- Engineer
- Location / Agency Admin

Use Adobe Acrobat Reader to view files in PDF format.

ADDITIONAL RESOURCES

- FAQs
- Business Partner Network (BPN)
- Central Contractor Registration (CCR)
- Online Reps & Cert Application (ORCA)
- Federal Agency Business Forecasts
- Federal Assets Sales
- Federal Grants
- USA.gov
- Minority Business Development Agency
- SUB - Net (Subcontracting Opportunities)
- IAE

Help Desk Accessibility

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Address https://www.gsaadvantage.gov/advgsa/advantage/main/elib.do?pg=home&...=elib&BV_SessionID=@@@@0154588484.1226947554@@@@&BV_EngineID=ccdeadefjghjlhkcflgcefmdgf

GSA Advantage!

Tutorial | Customer Assistance | What's New | Register | LOGIN

GSA e-Buy | Schedules e-Library | Order History/Status | Profile | Parked Carts | Reports

Shopping Cart
0 items: $0.00

Requisition Status
find the status of any GSA requisition

NSN Quick Order
quickly order GSA managed NSNs

FEDSTRIP
use this tool to submit FEDSTRIP requisitions

What are you looking for?

Enter keywords, part#/NSN, manufacturer, contractor, contract #

Look in...

All Categories

Advanced Search | Find it!

Welcome

Since 19[illegible] it has been our mission to help agencies better serve the public by meeting – at best value – their needs for products and services, and to simplify access to information. For over 12 years, GSA *Advantage* has been a reliable and proven one-stop online resource for thousands of Federal employees worldwide. GSA Advantage offers the most comprehensive selection of approved products and services from GSA contracts. Thanks for choosing GSA!

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direct access to Strategic Sourcing and agency specific BPAs

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direct access to a variety of environmental oriented products

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identify a full range of products and services for relief and preparedness

Wildland Fire
quickly locate available approved NFES products

Homeland Security
locate critical Homeland Security products and services

Products

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- Furniture & Furnishings
- Hospitality, Cleaning, & Chemicals
- IT Solutions & Electronics
- Laboratory, Scientific, & Medical
- Law Enforcement, Fire, & Security
- Office Solutions
- Recreation & Apparel
- Services
- Tools, Hardware, & Machinery
- Vehicles & Watercraft

Services

- Credit Card Services
- Facilities Services
- Financial Services
- Fleet
- Office Services
- Professional Services
- Property Disposal
- Security Services
- Technology Services
- Transportation Services
- Travel Services

State & Local

Purchase Products and Services For:

DISAST RECOV Disaster Recovery

COOP PURCH Information Technology

Register here!

Contractor Info

- How do I get a GSA contract?
- How do I get on GSA Advantage or e-Buy?

More Contractor Info...

Get my Orders!

GSA *Advantage* Sales

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Welcome to the Online Representations and Certifications Application (ORCA)

ORCA is an e-Government initiative that was designed by the Integrated Acquisition Environment (IAE) to replace the paper based Representations and Certifications (Reps and Certs) process.

Please login to add or update your ORCA record

DUNS Number | +4 (if applicable)

MPIN

Login to ORCA | Reset Fields

NOTE: Click here to learn how to create your MPIN.

Search current ORCA Record

DUNS Number | +4 (if applicable)

Search | Reset Fields

Click Here for Archive Search

Integrated Acquisition Environment IAE E-GOV

Other Links

Small Business Administration (SBA)

Central Contractor Registration.gov (CCR)

FedBizOpps.gov

The U.S. Government's Official Web Portal (USA.gov)

Business Partner Network (BPN)

FAC 01-26

Marketing your Business

1. **Determine which government agencies buy the products or services you sell, learning the contracting procedures of those agencies, and developing a focused marketing strategy targeting those agencies.**

2. **Get to know the people who will actually use your products or services (Requirements Generators). Contract Officers who are responsible for approving contracts do not generate the Purchase Requirements.**

3. **Participate in procurement-related conferences, activities and matchmaking events. SBA's district offices sponsor events and participate in a wide variety of procurement events. Find the SBA district office nearest you.**

DoN Office of Small Business Programs

Thank you!!!

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